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# Automotive News

Detroit, October 26, 1981


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## In BL's future

***Allegro/Maxi replacement***

Although embroiled in a labor crisis that could bring disaster (Story on Page 20), BL, Ltd., is continuing its new-model program. This car, which carries the internal code name LM-10, is scheduled to replace the Austin Allegro and Maxi. The LM-10 is about the size of the Opel Kadett and Renault 14. It has front-wheel drive and engines ranging from 1.3 to 2.0 liters are being tested. A notchback coupe and a sport coupe are expected later.

# Chrysler rebate plan winning dealer support

**By Joseph Bohn**
Marketing Editor

Chrysler's latest rebate appears to be drawing enough dealer support to make it fly, though dealer reaction was extremely varied.

Meanwhile, General Motors beefed up its interest subvention program by dropping the rate a bit last week. The cars covered and the end date for the program, Nov. 11, remain the same.

GM's 13.8 percent finance program on '81 X-cars and '82 J-cars wasn't as effective this time as it had been earlier. The potential $500 savings also didn't line up with the $600 rebates Ford was offering on competitive small cars.

So GM dropped the rate to 12.9 percent, with Robert D. Burger, vice president in charge of sales and marketing, noting that consumers now have the potential to save $600.

GM dealers still subsidize part of the cost of the lower rate, however, whereas competitive Ford and Chrysler rebates are all factory-funded.

Chrysler's rebate program was heading toward the 70 percent participation needed to make it successful, according to a number of reports.

Tentative deadline for signing up was last Friday, and there was still a group of uncertain dealers at mid-week.

The Chrysler program requires dealers to purchase their quota of '82 cars and trucks in order to participate in the retail rebates which run from $300 to $1,000 (AUTOMOTIVE NEWS, Oct. 19).

Dealers who went for the program generally didn't have excessive inventory of '81s. They felt the numbers they were being asked to buy weren't overly high.

Some added that the 10 percent floor-plan assistance program, coupled with the fact that some of the cars involved would not be built until late December, would also allow them to "stretch out" their inventory to some degree.

Competition was also a factor.

"Forget the inventory, the floor-plan. You ask yourself, 'How can I stay out? How many sales will it cost me by not getting in?' " said a Detroit-area dealer.

• Undecided dealers questioned that low-line Ks, for example, weren't covered by the rebates, nor four-door Omnis/Horizons and the new LeBarons and Dodge 400s. They also wondered and worried about it being late October, with the cold winter months approaching.

"We recognize they (Chrysler) have gotta do something. We've got to think along those lines. But we've got to weigh

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## 45-day supply includes very few Toyotas, Hondas

# Import stockpile still thin

**By Richard A. Wright**
Assistant Managing Editor

The inventory of new imported cars in the U. S. climbed slightly during September, but was still a very lean 45-day supply on Oct. 1. The industry had a 43-day stockpile of new imports on Sept. 1.

This skeletal 45-day stock of new imports Oct. 1 compared with a portly 69-day supply of domestic-built new cars.

The inventory of new imported cars Oct. 1 totaled 304,900 units, while the stockpile of imported pickup trucks was 90,500, a 47-day supply.

The combined car and truck total of 395,404, a 46-day supply, was actually down a bit from 403,400 a month earlier. But the days-supply figure gained because of a somewhat slower sales pace in September than in the previous month.

The slower sales pace, in turn, was almost undoubtedly due to the very short supplies of some nameplates, particularly Toyota and Honda. Toyota's emaciated 20-day supply of cars held the lid on that make's sales tightly enough that it relinquished the top import sales spot to Datsun, which had a healthy 51-day supply Oct. 1.

Honda sales were not hurt badly during September, but it opened October with a meager 13-day supply, lowest for any nameplate. With that kind of a stockpile—importers like to carry about a 60-day stock on the average—Honda dealers will be hard-pressed to sustain their sales levels this month.

Mazda had a slender 41-day supply of new cars, while Subaru had a 51-day stock and Isuzu had a 63-day supply. Chrysler Corp. had a 137-day supply of Mitsubishi-built cars.

Japanese-built pickup truck inventories were Toyota, 30 days; Chevrolet LUV, 50; Datsun, 55 days; Ford Courier, 59 days; Mitsubishi (Chrysler Corp.), 113 days, and Isuzu, 140 days.

The total inventory of Japanese cars and trucks Oct. 1 was good for 42 days, compared with a 56-day supply of German cars and trucks and a 92½-day stock of vehicles from other countries.

Volkswagen had a 57-day supply of imported cars, which was not far from its 61-day supply of U. S.-built cars. VWoA and its dealers also had a 48-day supply of Audis and a 57-day stock of Porsches.

BMW's stock estimate was healthy at 66 days, while Mercedes-Benz was a bit on the lean side with an estimated 51 days.

Other estimates of European line stockpiles were: Volvo, 76 days; Renault, 84½ days; Saab, 89 days; Jaguar Rover Triumph, 91 days; Fiat, 103 days, and Peugeot, 133 days.

DeLorean had an estimated 53-day supply in the U. S., which is not very many cars.

# breaking news

### Camaro to pace Indy 500

DETROIT.—There's been no official word from Chevrolet yet, but look for an '82 Camaro to be the pace car at the Indianapolis 500 auto race next May. The news probobly will be made public soon after the Jan. 14 dealer announcement of the all-new sporty compact. Last time a Chevy product paced the Indy pack was in 1978 when a Corvette did.

### GM reports second-largest quarterly loss ever

DETROIT. — General Motors late last week reported a third-quarter net loss of $468 million, second largest quar-

Continued on Page 8, Col. 1

# GM to push its spending programs despite hard times in Detroit

**By Edward Lapham**
Financial Editor

DETROIT. — General Motors has not materially altered its capital spending plans despite the lingering auto depression and is prepared to cut its common stock dividend and go to the U. S. debt market if necessary to accomplish its long-range goals.

GM Chairman Roger B. Smith told AUTOMOTIVE NEWS that GM's spending plans, previously put at $40 billion for the 1980-1984 period, had not been changed "materially," although the company has "done some pushing and pulling around, mainly as we watched the engineering load from our product programs."

Smith also said there has been some shift to overseas programs from domestic programs but declined to quantify or delineate the changes.

He said spending plans are fluid.

"They flow back and forth as programs develop," Smith said. "They aren't something that you chisel in stone in a wall and then mark them off as you go; they're all flexible.

"As we read the market differently from time to time we push one program up and another one back," he said.

Earlier in the year GM said it had delayed by one year the new Kansas City (Kans.) plant.

Recently, supplier industry sources have reported delayed and stretched-out GM purchase orders. In addition, the Pontiac two-seat P-car project plus the downsizing and conversion to front-drive of the standard B-body and C-body cars are said to have been stretched out.

In an exclusive interview, Smith told AUTOMOTIVE NEWS he doesn't know yet if GM will be able to accomplish most of the spending plans without going to the debt market in the U. S.

"That depends on how fast the economy recovers," he said. "You leave the borrowing to last because that's kind of your

Continued on Page 58, Col. 1

**Roger B. Smith: Confident . . .**

**. . . GM is no 'flash in the pan'**

**Makers detail tough bargaining positions toward UAW**

# GM, Ford want $8 an hour back

By Marjorie Sorge
Labor Editor

General Motors and Ford Motor Co. say they have an $8 per hour wage disadvantage with Japan and they are planning to get it all back from the UAW in 1982 negotiations.

"I need $8 and I'm not too queasy about where I get it," said Alfred S. Warren Jr., GM's vice president, labor relations. "We are looking at the fact that we need $8 per hour to get back in the ballgame. The only question in my mind is where do I get the $8 and I guess I'm saying I'd like the UAW to help me find it . . . I need $8 to be competitive.

Peter J. Pestillo, Ford vice president, labor relations, agrees with the $8 per hour difference. He said, "We are looking for a package (in 1982 bargaining) that involves one sum that will let us say, 'OK now we can go out and take on the world.' "

Now, he said, the domestic auto makers are at a competitive disadvantage with Japan and the companies and the UAW must work together to make the U. S. makers competitive.

However, while the union agrees there is a cost differential it contends the $8 per hour is an exaggeration and said the auto companies are not taking the cost of lifetime employment ard other Japanese fringe benefits into consideration.

The UAW does say it is almost impossible to put a dollar figure on the cost of lifetime employment, usually only available in the Japanese assembly plants, and that it does not have an actual dollar-per-hour wage differential figure.

It has, however, made job security the Number One demand for next year's round of bargaining. The companies see job security as a takeaway for them, saying it will hamper flexibility.

There is no specific definition yet for job security, but both Pestillo and Warren agree any job guarantees should be earned through seniority. They also warn that the only secure job is one directed at selling a competitive product and, according to Pestillo, "we could never give any vitality (for job guarantees) if we can't sell the products competitively."

In order to do that, GM and Ford believe the labor cost differential between Japan and the U. S. must be recovered. Both Pestillo and Warren agree it can be done without cutting the hourly wage rates, but emphasize there must be some giveups or exchanges. But both agree that all costs must be analyzed

Continued on Page 60, Col. 3

***Distinctive transportation***

The K-Roadster, from Contec, of Lake Geneva, Wis., features a heavy-gauge steel mechanism for the sailcloth convertible top, two-tone paint treatment, a reupholstered interior, leather steering-wheel cover and wire wheels.

**Center for Auto Safety to appeal, says label is not a repair**

# Court upholds Ford-DOT transmission deal

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — A federal district judge has upheld the settlement reached between Ford Motor Co. and the Department of Transportation in the case involving Ford transmissions which allegedly slip unexpectedly from Park to Reverse.

Judge Oliver Gasch, while upholding the right of the Center for Auto Safety to seek review for its members, said the Transportation Secretary acted within his discretion in settling the matter.

"We are gratified by the decision," said Roger E. Maugh, Ford director of auto safety. "Ford has always believed that its settlement with the Department of Transportation was proper."

Clarence Ditlow III, head of the Center for Auto Safety, said he will appeal the decision. He said that 10 additional deaths, alleged to be the result of slipping transmissions, have occurred since the settlement.

The center argued that allowing Ford to send warning labels for owners to affix to their cars was not a "repair" under the law and was not effective in preventing deaths and injuries.

The center has also argued that the history of the defect investigation involving some 16 million Ford vehicles and five types of transmissions had culminated in a "final" determination of defect by a memo sent by then NHTSA head Joan Claybrook to then Secretary Neil Goldschmidt. The government contended that the memo's notation, "subject to your approval," made it a recommendation only. The judge agreed with the government.

Judge Gasch found the settlement made by Thomas Allison, Acting Secretary in Goldschmidt's absence, was not "arbitrary and capricious." Affidavits from NHTSA officials support a settlement he said, because of the complexity of the investigation.

One of the unique features of this case was that some malfunctions were not caused by damaged parts; sometimes, the transmissions held and sometimes not, and the interaction between driver and vehicle was more important than in other investigations.

Faced with Ford's insistence that no defect existed, NHTSA, according to the judge, "faced a prolonged inquiry and difficult, if not insurmountable, problem of proving that a defect actually exists."

This was combined with the fact that most incidents could be prevented if drivers heeded the warning to use the parking brake and turn off the engine. The judge found "it was not irrational for the Secretary to conclude that agency resources could be better used in attending to other matters and to settle the Ford investigation in the way he did."

Thus the [illegible]lement was a "reasonable [illegible]" of the Secretary's disc[illegible]udge Gasch said.

Separately, a [illegible]s-action suit involving Ford transmissions that allegedly slip from Park to Reverse is pending in the District of Columbia federal court.

Alfred S. Warren

Peter J. Pestillo

# Product liability bill under Senate scrutiny

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — A draft of a proposed federal product liability law now being circulated would preempt state liability laws and would presume a vehicle to be "reasonably safe" if it complied with standards set by NHTSA.

The draft is being circulated by Senator Robert W. Kasten, the Wisconsin Republican who chairs the Consumer Subcommittee of the Senate Commerce Committee.

It would not change jurisdiction of federal courts.

It is an attempt to put into one basket actions under theories of strict liability in tort, negligence, breach of warranty, failure to warn or instruct, or misrepresentation.

In the current draft, special treatment is accorded drugs and vehicles. Products covered by ordinary federal, state or local standards would have some shield; they could be challenged by consumers who could show by "clear and convincing evidence" that a "reasonable prudent" seller would have taken extra care, for example, in design, or that a safer design was available and practicable beyond existing standards.

For auto makers that could be a formidable burden of proof. But the language being considered makes the issue moot: A subsequent section specifies that compliance with a standard set by NHTSA or the Food and Drug Administration presumes that the product is "reasonably safe" as to design, warnings and instructions.

• This section is likely to become the most controversial. Clearly, the makers would welcome whatever shield NHTSA's minimum performance standards could give. Equally clearly, consumer groups and especially Ralph Nader and the Assn. of American Trial Lawyers will make strong objections.

Kasten sees a clear need to stabilize product liability law. He believes conflicts in state laws make it hard for consumers to know their legal rights and for producers to know their obligations.

This has meant "expensive and burdensome legal costs which are passed on to consumers," as well as "instability" in insurance costs, he said.

The draft is similar to a House bill introduced last year. It is open for comments until Nov. 15.

The bill covers manufacturers, wholesalers and retailers — including dealers that lease as well as sell — but its effect is

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**Quantum and restyled Scirocco unveiled**

# VW sees 16 pct. sales gain in '82

By John Russell
New York Staff Writer

BUCK HILL FALLS, Pa. — Projecting an upturn in the U. S. auto market, Volkswagen of America President James McLernon blamed its current depressed state squarely on high interest rates which, he said, have stifled buying in the middle price range, thereby cutting into VW sales.

Speaking at the introduction of Volkswagen's new models, the Quantum and the restyled Scirocco, McLernon forecast industry sales to reach 10.2 million in 1982 if the economy is strong. For Volkswagen, he forecast 337,500 sales in calendar 1982, a 16-percent increase from projected 1981 sales of 290,000 units.

McLernon said the startup of the new plant in Sterling Heights, Mich., originally scheduled for summer of 1982, is now planned for October, 1982.

He said the line rate—based on current sales projections — would be somewhat less than the Westmoreland (Pa.) plant and would likely be in the range of 800 vehicles per day. Westmoreland has a maximum capacity of 940 vehicles per day.

The Westmoreland operation is under the gun because the contract with the UAW expires Nov. 1. McLernon would not comment on the specific issues being negotiated, and would say only that the company is optimistic a settlement can be reached without a strike.

The purpose of the gathering here was to unveil the Quantum, which replaces the Dasher, along with the rest of the '82 VW line. The Quantum is available as a four-door wagon ($10,950), four-door notchback sedan ($10,550) and two-door coupe ($10,250).

The Scirocco has been restyled for '82 and lengthened 10 inches. Weight has been increased 60 pounds. Fuel economy has been improved 12 percent, to a city average of 29 MPG and a highway rating of 41 MPG. The Scirocco has been priced at $10,150.

Richard Mugg, vice president

Continued on Page 57, Col. 1

**Take pay cut, buy plant or lose jobs, employes told**

# Ford gives workers a tough choice

SHEFFIELD, Ala.—Ford Motor Co. has informed the UAW and salaried employes of its aluminum casting plant here that innovative steps will be required to keep the plant from closing.

William H. Gay, general manager of Ford's Casting Division, said employes were offered a choice of a profit-sharing plan with continued company ownership or employe purchase of the plant.

In either case, he said, employes will have to accept substantial cuts in base pay and fringe benefits beginning Jan. 1, in order to make the plant competitive. Otherwise, the plant will be phased out of production and the parts now made here obtained from other sources.

"The Sheffield plant has lost money for the last six years because its costs are too high," Gay said. "Sheffield is not competitive with most other aluminum die-casting plants and it must become so if it is to continue operating. The only way it can become competitive is with a substantial reduction in labor costs."

The 587,000-square-foot Sheffield plant began operations in 1957, and reached a peak output in 1977, when 138 million pounds of components were shipped. Peak employment was approximately 1,500 in 1978.

Currently, the plant employs about 940 persons in production and 166 salaried positions. In addition, 210 employes are on layoff.

**Members sought but leaders still unnamed**

# Clandestine coalition again taps dealers

By Joseph Bohn
Marketing Editor

The Coalition of Auto Dealers, a dealer-rights group, claims to have received considerable dealer response, but it is still actively seeking new members.

The clandestine group, whose principals remain a mystery, sent letters to an indeterminate number of dealers, soliciting one-time $750 membership fee.

The letters were signed by Gerald Tattersal, and carried a Dearborn postoffice box number.

AUTOMOTIVE NEWS was unable to reach Tattersal, who is unlisted in the Dearborn area.

Efforts of the Coalition to organize an all-line dealer organization to fight the factories were first reported in a July 20, 1981, article in AUTOMOTIVE NEWS.

In its latest letter, the Coalition claimed it was "literally swamped with requests for participation from all over the country," following the article.

"This set us back a little on our program, and we apologize for the delay . . . the hundreds upon hundreds of letters and calls . . . though we were not prepared for this encouraging response, answering them was a pleasure," Tattersal said in the letter.

The group claims to have heard from dealers in 36 states, 31 associations and eight private groups, "but it isn't enough. Before they call a national press conference, they want it just that, a national organization . . . They know your problems and what you need . . . all they need . . . is you," the letter said.

Citing what it called the "arrogance of the factories . . . the inability of their associations or even newly formed alliances to accomplish anything" as the basis for starting the movement, Tattersal's letter added:

"If you are really an independent businessman, now is the time to stand up and be counted."

• The letter continued, "Not all dealers are needed and not all dealers will receive this letter. We have reasons for this which will be explained in the very near future."

It told dealers to "expect a barrage of denials from the factories, unfounded rumors, and some of your associations may even condemn the whole idea. They have manipulated the dealers for so long they consider them naive and pliable, and will offer a lot of lies, promises and extras to stop this movement."

It invited dealers to list their grievances — but not to discuss rebates, floor-plan assistance or price increases which are all past tense.

Commenting on the letter, Ray Cohen, executive vice president of the Independent Dealers Committee Dedicated to Action, said the "more dealers have going to represent them, the better off" they are.

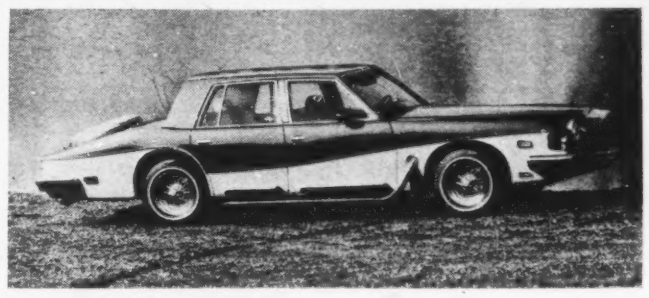
He thought the concept of the group was OK, but was disturbed by the timidity of its leadership.

"If the organizers of this (movement) are so frightened they do not want to be identified, then you have to question their capacity to accomplish anything," he said.

Cohen also noted that the letter was full of generalizations, with no specific solutions beyond getting negotiators to negotiate with the factories. The group, as previously reported, retained San Francisco lawyer Melvin Belli as its counsel.

Cohen thought that if the group ever succeeded in negotiating with the factories, then their $750 fee would be well worth the cost.

But, he cautioned, there have been other organizations through the years; and although they accomplished a lot in warranty and dealer protection, they never approached what "this organization intimates it can do."



***New model from Stutz***

The 1982 Stutz 4Porte from the New York-based company, Stutz, mixes technology with out-and-out luxury. It features an on-board computer system, 18K gold interior items and Connolly leather inside a hand-pounded body. With a price tag of $87,000, the 4Porte is produced at a rate of six a month.

**Odometer regulation also slated for scrap pile**

# NHTSA to kill speedometer rule

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — As promised last April, NHTSA has moved to rescind the standard on speedometers and odometers.

In the notice of proposed rulemaking, NHTSA says it has tentatively concluded that the relationship to safety is tenuous. Although a 45-day comment period is allowed, the rescission is expected to follow and be effective immediately with publication.

The speedometer provisions, effective from '80 models on, required use of both miles and kilometers and highlighted 55—the national speed limit — and set 85 MPH or 140 km/h as the maximum speed listed. The theory was lives would be saved by calling attention to the speed limit and not tempting young drivers to test a car's speed beyond that listed. The use of MPH and km/h was because of planned use of metric measures on highway marking — now abandoned.

The odometer provisions — which the Reagan Administration has already delayed for a year — focused on discouraging tampering. The theory was that fewer vehicle buyers would be misled about the age of a vehicle or its condition and that proper preventive maintenance would be done on an accurate odometer reading.

NHTSA now believes that neither requirement is likely to have "measurable or significant safety benefits."

• The manufacturers are likely to continue to have both speedometers and odometers on cars because consumers want them. Since makers started to use 85 MPH as the top speed before the standard, they are likely to continue to use that. Spotlighting 55 MPH on the dial adds little to driver information that he cannot get from roadside markings.

Likewise, consumer pressure will insist that odometers remain in vehicles. Besides, odometers may not have the effect on safety NHTSA once thought because the study used dealing with maintenance also shows that the driver will be aware of the need for maintenance from "appearance or performance" rather than mileage.

But consumers may save a small amount by having cheaper odometers rather than tamper-resistant ones—but not as much as the $1.30 estimated earlier, since that included both capital costs and variable costs. Since some makers — like General Motors — have already spent the capital, consumers would save only on variable costs. Ford, on the other hand, might be able to save some $500,000 in investment costs and 75 cents per car in variable costs. This, however, may be offset by cancellation fees to contractors.

Odometer makers may be adversely affected if profits for more sophisticated odometers are higher than for usual ones, but this is also offset by receipt of cancellation payments from vehicle makers. Most of these equipment makers, however, are not small businesses and may be able to make up any difference in another area.

The proposed rescission would also affect a small change in the standard covering controls and displays — allowing use of only MPH, not km/h.

**NOx control technology may not develop in time, National Research Council says**

# Study finds '86 HD emission rules unrealistic

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — A National Research Council committee looking into emission-control possibilities for heavy-duty gasoline and diesel trucks is agreeing with the assessment of the Carter-era EPA that technology does not and may not exist to meet the 1986 NOx emission standard dictated by Congress.

In a 100-plus page report to the EPA, the committee said HD diesel engines will not be able to meet the 1986 NOx standard of 1.7 grams per brake horsepower per hour and that HD gasoline engines may not be able to, either.

The 1.7-gram NOx standard represents the 75-percent reduction from base-level tailpipe emissions that Congress ordered in its rewrite of the Clean Air Act in 1977.

Early in January of this year, EPA said in a notice of proposed rulemaking that it did not think heavy-duty diesel engines could meet the NOx standard by 1986 and that it was considering a standard that amounted to the maximum feasible reduction possible which, according to sources, would likely be 4.0 g/bhp/hr. for both diesel and gasoline-powered HD engines.

A public hearing was scheduled for this fall but was postponed until next year, pending review of this proposal by the new EPA administration. The EPA, under its program to relieve the regulatory burden on the auto industry, is presently finishing up work on easing the HC and CO standards for HD engines such that the gasoline-powered engine will not need catalysts.

Sources at the agency said its revision of the 1986 NOx standard would not result in the need for catalysts, either.

In its assessment of emission-control technology for HD engines, the National Research Council concluded that for diesel engines, all technology available for NOx control would likely result in an increase in HC and particulate emissions, in a loss of fuel economy and in a loss of engine performance.

In any case, this technology was not yet far enough along to ensure NOx control to the 1.7 g/bhp/hr. level required by Congress, the committee reported.

HD diesel engine makers are looking at modifications to fuel injection timing and pressure, cooling of the intake air charge and possibly exhaust gas recirculation (EGR) as means of controlling NOx emissions but, while these have been effective on passenger diesels they are not expected to produce similar results for heavy-duty diesels largely because the duty cycle and engine-life requirements are substantially different.

EGR, for example, is the prime candidate for NOx control in light-duty engines but it tends to lead to oil contamination and shorter engine life, a situation controllable in light-

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**80 pct. oppose easing of standards, House group told**

# Harris poll finds Clean-Air support

By Jake Kelderman
Washington Staff Writer

WASHINGTON.—As the U. S. auto companies lobby Congress to roll back auto and truck emission standards, ease the testing requirements under those standards and reduce their overall exposure to emissions-related recalls, a new Louis Harris poll shows the U. S public strongly opposes such action.

Harris presented the results of his latest survey before a House Environment and Health Subcommittee now reviewing the Clean Air Act amendments of 1977 which are up for reauthorization this year.

He said that by 80 to 17 percent, the U. S. public does not want to see any relaxation in existing federal regulations of air pollution and that a 54 percent to 42 percent majority opposes postponing "current deadlines for auto companies meeting auto pollution standards."

While the latter results "indicate some sympathy by the American people with the plight of the American automobile industry, a majority feels help for the industry will have to come from elsewhere," Harris said.

The results of this latest poll "add up to a powerful message to Congress to renew the Clean Air Act and not to do anything to it that would in any way make the air dirtier than it is now," Harris said.

Rep. Henry Waxman, California Democrat and chairman of the subcommittee, and one who favors just that approach, said he thought the poll results should give both Democrats and Republicans pause to consider their respective approaches to reconsideration of the Clean Air Act.

Others on the subcommittee, including Rep. John Dingell, Michigan Democrat, chairman of the House Energy and Commerce Committee and a leader in the auto industry's fight for relaxation of the emission standards, tried to pick the Harris Poll results apart but Harris said the facts speak for themselves.

"I am saying to you (Rep. Dingell) just as clear as can be

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**Makers detail tough bargaining positions toward UAW**

# GM, Ford want $8 an hour back

Continued from Page 2

and weighed before a new contract is negotiated and signed.

In next year's negotiations, the two companies will look at:

1. Eliminating some paid personal holidays (PPH) and paid personal absence (PPA) days. Auto workers now get 26 PPH days over the life of the current agreement and 5 PPA days.

2. Putting a cap on cost-of-living-adjustments (COLA).

3. Diverting money from COLA to pensions. This has a precedent in the 1979 agreement where one cent from each quarterly COLA payment for the first eight quarters of the contract was diverted to help pay the cost of fringes. During the final three quarters, 2 cents was diverted for a total of 14 COLA pennies. The diverted money is unrecoverable.

4. Either eliminating or drastically changing the 30-and-out program which both companies say is very expensive. This could include cutting the benefit payments.

5. Sliding wage scales based on seniority.

6. Decreasing the Annual Improvement Factor (AIF) currently set at 3 percent.

7. Cutting SUB fund benefits after an employe has been drawing for a certain amount of time.

8. Phased-in benefits on seniority.

9. Changes in the work rules to fewer job classifications or different scheduling or a restructuring in staffing.

10. Shortening the apprentice program and changing it to meet the demands of a quickened pace.

In exchange, the companies could offer profit-sharing or increases in the Employes Stock Option Program (ESOP).

Ford and GM are looking toward longer contracts, say five years, although UAW President Douglas A. Fraser has said he wants shorter agreements. Warren said any five-year agreement could have reopeners but Pestillo maintains reopeners constitute separate contracts and wants an iron-clad five-year agreement.

Absenteeism will also play a role in next year's bargaining, although perhaps more significantly at GM. Pestillo said absenteeism at Ford has dropped greatly, as much as 50 percent in some plants, since Employe Involvement was introduced.

GM, however, has not experienced much decline in its absenteeism rate and Warren said perhaps tying it in economically may help solve the problem.

"We must look at every single cost element of the agreement from actual cash outlay to benefit improvements, to basic costs, to increased costs of fixed benefits — that is the hospitalization type things that have escalated — to the mix of the package," Pestillo said. "We must look at the elements in the package that may not make it cost effective, such things as do we worry about chiropractry or podiatry, things of that kind.

"I'm not trying to single out anything but perhaps dental care is in need of refinement," he said. "We must recognize that we are dealing in a totally international climate in this country with a mentality of the past that led us to setting wages in isolation."

Both Ford and GM have blamed the higher U. S. labor costs for the loss of jobs to overseas sourcing and have threatened to send more jobs offshore if labor costs are not reduced immediately.

Ford has already opted to send the C-3 transmission for the company's new Ranger pickup truck to Bordeaux, France, where it is already being built, rather than retool in the U. S. That decision cost 250 jobs at Sharonsville, O., but production of the C-5 transmission continues.

But, Ford's big decision, where to build the new automatic overdrive transaxle, is still up in the air, and Pestillo said both the UAW and the company are working together to try and keep its production in the U. S., specifically at the Livonia (Mich.) transmission plant.

That operation is currently all rear-wheel-drive and losing the AXOD production would not only cost 4,000 jobs but would cripple the plant, Pestillo said. However, he said he is confident a compromise can be reached and the jobs will stay in the U. S.

GM, too, is making decisions now for two or three years down the road, Warren said, and jobs could be lost if it is more cost efficient to build overseas.

Pestillo and Warren again said they are ready now to begin negotiating a new contract. The UAW has said it will not reopen bargaining, but, according to Pestillo, the union has not indicated recently that Sept. 15 (the current contract expiration date) is as sacred as it was a year ago.

The union said it is setting up study groups to begin meeting with their counterparts at Ford and GM soon. And Warren and Pestillo said they are ready to set up their study groups as soon as the UAW contacts them. The union has not said it would not begin bargaining early and the study groups could be the beginning of formal negotiations.

If nothing else, the 1982 contract negotiations will be creative, Warren and Pestillo said. But the possibility of separate agreements for each of the Big Three still looms over the bargaining table.

Warren said separate agreements would add another tier to the two-tier wage structure, which GM said has given Chrysler a cost advantage per car over the other auto companies. Some analysts have said GM would rather take a strike than see separate agreements. Warren said he doesn't want to think strike but GM cannot afford a three-tier wage structure because it would weaken the entire domestic industry.

Pestillo said there are already many tiers in the auto industry, with separate agreements at American Motors and Volkswagen of America, and that the parts suppliers have created additional tiers.

"We will negotiate with the people they (UAW) send us and we'll do so in a vacuum if that be the case," he said.

## JAPAN VS. GM - U. S.
### AVERAGE LABOR COSTS

| | JAPAN* | GM** | GM (over)/ under vs. JAPAN |
|---|---|---|---|
| | $ Per Hour | | |
| Payroll-Related | | | |
| Base Pay | 4.26 | 9.65 | (5.39) |
| Overtime | 1.05 | 0.51 | 0.54 |
| Bonus*** | 2.16 | — | 2.16 |
| Night Shift Allowance | 0.59 | 0.27 | 0.32 |
| Commutation Allowance | 0.21 | — | 0.21 |
| COLA | — | 0.84 | (0.84) |
| Vacation/PPH/Paid Absence | 0.55 | 1.45 | (0.90) |
| National Holidays | 0.25 | 0.77 | (0.52) |
| Other | 0.03 | 0.04 | (0.01) |
| Total Payroll-Related | 9.10 | 13.53 | (4.43) |
| Benefits | | | |
| Group/Medical Insurance | 0.32 | 2.27 | (1.95) |
| Medical Services | 0.12 | — | 0.12 |
| Housing Allowance | 0.29 | — | 0.29 |
| Meal, Uniform Allowance | 0.06 | — | 0.06 |
| Pension | 0.48 | 1.54 | (1.06) |
| Unemploy. Ins. & Soc. Sec. | 0.35 | 0.96 | (0.61) |
| SUB & ISP | — | 0.30 | (0.30) |
| Other | 0.06 | — | 0.06 |
| Total Benefits | 1.68 | 5.07 | (3.39) |
| Grand Total | 10.78 | 18.60 | (7.82) |

* August 1980 Data For All Full-Time (Both Production and Office) Employes of a Representative Manufacturer, Translated at Current Exchange Rate (206 Yen/$)
** Third Quarter 1980 Data For Hourly Employes
*** Contingent Upon Firm's Profitability and Payable In August and December
SOURCE: GENERAL MOTORS

## Supreme Court declines to review odometer case

WASHINGTON. — The Supreme Court has upheld a lower appeals court decision in which a Georgia used-car dealer, Little Motors Co., was found guilty of defrauding a customer on an odometer reading. The high court denied a petition to review.

The case stems from Little's sale in 1977 of a '67 Chevrolet to Brenda Lee Suits, Inc. At the time, the car's odometer read 000,073 miles. Little Motors Co. put "unknown" on the customer's odometer disclosure statement.

Brenda Lee Suits sued Little Motors, claiming the dealer intended to cheat the company on the sale of the car. A Georgia district court ruled in favor of Little Motors but that decision was reversed by the Georgia Fifth Circuit Court of Appeals.

In its petition to the Supreme Court, Little Motors Co. argued the appeals court was "substituting its opinion of the evidence for that of the trial court judge and jury."

# Detroit Diesel beefs up 92s for tough '80s

DETROIT. — General Motors' Detroit Diesel Allison Division has introduced an improved line of engines designed for better service in the "environment of the '80s," described by DDA as a period of declining fuel quality, changes in composition of lube oils and tougher emission regulations.

"All of these factors put additional stresses on a diesel engine, regardless of who manufactures it," said David F. Merrion, DDA product engineering director. "In addition, the user is demanding greater fuel economy and longer life."

He said DDA will meet these challenges with the new "Silver Series" diesels which feature a number of product improvements designed to increase fuel economy, durability and reliability. The engines are painted silver instead of the traditional green.

Merrion said fuel savings with the Silver 92 diesels—six and-eight - cylinder engines ranging from 270 to 445 HP — vary with the model, but "users can expect significant improvement in fuel economy compared with the previous Fuel Squeezer models."

He noted that virtually every component has been upgraded through extensive research by a special product team set up about three years ago to study every aspect of the engine's design, manufacture and application.

• "The team approach allowed us to take a broader view and accelerate the normal evolutionary process of diesel-engine development," Merrion explained. "Instead of taking one component at a time and improving it, we were able to take the entire engine and look at it with an eye to see what could be done better.

"It enabled us to incorporate new technology and employ new materials in a very short time," he said. "The team approach will continue to function, investigating future engine developments."

Improvements incorporated in the Silver 92 engine include:

A new piston fire ring with

Continued on Page 28, Col. 3

***Fruehauf's fuel-saving concept***

Fruehauf Corp. unveiled this futuristic tractor-trailer combination at the recent World Truck Symposium & Exposition in Detroit. The company believes a combination like this could provide up to 40 percent fuel-economy improvement, 39 percent more cargo capacity and improved safety features.

# Fruehauf concept unit has 3 main objectives

DETROIT. — Fruehauf Corp., the world's largest trailer manufacturer, has unveiled a concept tractor-trailer combination which it said could offer up to a 40 percent improvement in fuel economy, 39 percent greater cargo capacity, and more improved safety features than a current tractor-trailer combination (using a 45-foot dry freight van trailer).

This futuristic tractor - trailer combination, called the Fruehauf FEV2000, was introduced at the first World Truck Symposium and Exposition here in September.

Edward J. Hayes, Fruehauf research and development vice-president, said the FEV2000 prototype combines into one product, technology that has been in development at Fruehauf over the past few years.

The aerodynamically styled combination is 60 feet long, with the 102-inch wide trailer accounting for 50 feet of the length.

According to Hayes, the reduction of aerodynamic drag for the total rig was one of the primary considerations made in designing the FEV2000.

With its unique aerodynamic treatment, he said, the FEV2000 employs various elements to reduce aerodynamic drag by up to 57 percent over a standard tractor-trailer van combination.

To reduce the drag caused by the gap between a traditional tractor and trailer, the FEV2000 features a speed-actuated three-paneled gap seal, which Hayes said can help reduce aerodynamic drag by up to 16 percent at highway speeds while allowing maximum clearance for low-speed tight maneuvers.

Similarly, there are side skirts on the tractor and trailer to reduce air-drag losses underneath the combination for a reduction in aerodynamic drag of up to 18 percent.

Side skirts on the trailer are speed-actuated so that they go into action at highway speeds, but retract out of the way when greater clearance is needed, Hayes explained.

Other aerodynamic-improving features on the FEV2000 include:

A fairing on the cab roof to direct the air smoothly over the trailer roof.

An air dam to reduce underbody air-drag losses by direct-

Continued on Page 24, Col. 1

# Eaton producing 2 new 15-speed transmissions

GALESBURG, Mich. — Two 15-speed New Generation Fuller truck transmissions with multi-mesh gearing are now in production at Eaton Corp.'s Transmission Division.

The new models, RT-11615 and RT-14615, have higher torque capacity than the RT-915 and RT-12515 transmissions they replace, Eaton said.

The RT-11615 is designed for engines with up to 370 HP and 1,150 foot pounds of torque, while the RT-14615 is for engines with up to 450 HP and 1,-400 foot pounds of torque. The latter model also can go with engines up to 600 HP with approval. Overdrive models are available in each capacity range.

The new 15-speed transmissions are basically 10-speed Fuller Roadrangers equipped with extra five-speed reduction ranges, a spokesman said. However, ratios have been changed in both transmissions so the low, or starting, gears now have even greater reduction than previous

Continued on Page 28, Col. 5

***Something new 'Down Under'***

Ford Motor Co. of Australia, Ltd., calls the availability of its new Ford Cargo medium truck the most significant truck-product introduction in the firm's 56-year history. Cargo is offered in five basic 4x2 models and one 6x2 for a wide range of applications—city and short-haul delivery, general industry and construction and farm work.

# truck industry news

**Groups 1-3 totals top year ago**

# Light trucks push up August registrations

August increases over 1980 in two of the three light-truck groups cut the rate of decline in U. S. registrations of new trucks of all types to its lowest level since October 1979.

During the month, according to R. L. Polk & Co., 194,175 ve-

Table on Page 56

hicles were registered, down 0.8 percent from last year's 195,779. The eight-month total of 1,469,-770 units, however, was 14.6 percent lower than the year-earlier 1,720,170.

Light - truck registrations in August were up 1.3 percent over the same month a year ago, 174,-861 versus 172,577. Group 2 was the only one of the three to show a decline from the 1980 count.

There were 98,538 Group 1 tallies during the month, an increase of 6.3 percent over last year's 92,736 units. Registrations of imported light trucks were 8.5 percent higher, from 26,524 units in 1980 to 28,783.

The Group 3 total was almost quadruple the 1980 count, soaring to 808 units, a gain of 243.8 percent over last year's 235. Group 2 was down 5.1 percent, from 79,606 units a year ago to 75,515.

Medium - truck registrations during the month were off slightly from a year ago, but the decline in the count for the heavies was substantial.

The mediums' total was 6,108, down 6.2 perecnt from the year earlier 6,514. There were 193 Group 5 tallies, up 21.4 percent over last year's 159. Group 6 was down 6.9 percent, from 6,-352 in 1980 to 5,913 units. Only two Group 4 vehicles were registered, compared with three a year ago.

Both heavy-truck groups suffered losses as the month's total sagged to 13,206 units in August, a decline of 20.9 percent from last year's 16,688.

The Group 7 count was off

Continued on Page 24, Col. 5

## HD registrations for eight months off 20 pct. from '80

Eight - month registrations of new heavy trucks in the U. S. topped the 100,000 mark in mid-August, about six weeks later than a year ago and fell almost 20 percent below the 1980 January-August count.

Through August, according to R. L. Polk & Co. statistics, there were 106,821 Groups 7 and 8 tallies, off 19.3 percent from the 132,356 units registered in the comparable period last year.

The August total of 13,206 units was down 20.9 percent

Continued on Page 30, Col. 5

## U. S. TRUCK REGISTRATIONS

**Eight months, 1981 vs. 1980★**
Based on R. L. Polk & Co. statistical report

| Make | 8 mos., 1981 | Percent Share of '81 market | 8 mos., 1980 | Percent Share of '80 market | Pct. pt. Change, '81-'80 |
|---|---|---|---|---|---|
| Ford | 473,054 | 32.19 | 545,898 | 31.74 | + 0.45 |
| Chevrolet | 443,995 | 30.21 | 517,263 | 30.07 | + 0.14 |
| Dodge | 111,873 | 7.61 | 160,075 | 9.31 | — 1.70 |
| GMC | 108,193 | 7.36 | 128,519 | 7.47 | — 0.11 |
| International | 41,182 | 2.80 | 43,254 | 2.52 | + 0.28 |
| Jeep | 38,181 | 2.60 | 55,618 | 3.23 | — 0.63 |
| Mack | 12,585 | 0.86 | 14,609 | 0.85 | + 0.01 |
| Plymouth* | 10,703 | 0.73 | 20,132 | 1.17 | — 0.44 |
| Kenworth | 7,087 | 0.48 | 8,242 | 0.48 | ..... |
| Freightliner | 5,808 | 0.39 | 7,616 | 0.44 | — 0.05 |
| Peterbilt | 4,120 | 0.28 | 4,974 | 0.29 | — 0.01 |
| White | 1,837 | 0.12 | 3,518 | 0.21 | — 0.09 |
| Volvo | 1,108 | 0.08 | 519 | 0.03 | + 0.05 |
| Autocar | 809 | 0.05 | 1,100 | 0.06 | — 0.01 |
| Western Star | 532 | 0.04 | 740 | 0.04 | ..... |
| Diamond Reo | 66 | ..... | 73 | ..... | ..... |
| Misc.** | 208,637 | 14.20 | 208,020 | 12.09 | + 2.11 |
| TOTALS | 1,469,770 | 100.00 | 1,720,170 | 100.00 | ..... |

★—No registrations for Oklahoma, 1981 and 1980; Delaware, August, 1981; Washington, August, 1980.
* Plymouth trucks are Trail Duster, Voyager and Arrow.
** Miscellaneous includes Imports, Mercedes, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

## U. S. HEAVY DUTY REGISTRATIONS

**Eight months, 1981 vs. 1980★**
Based on R. L. Polk & Co. statistical report

| Make | 8 mos., 1981 | Percent Share of '81 market | 8 mos., 1980 | Percent Share of '80 market | Pct. Pt. Change, '81-'80 |
|---|---|---|---|---|---|
| International | 27,482 | 25.73 | 23,113 | 17.46 | + 8.27 |
| Ford | 22,447 | 21.01 | 33,687 | 25.45 | — 4.44 |
| GMC | 14,490 | 13.57 | 20,675 | 15.62 | — 2.05 |
| Mack | 11,680 | 10.93 | 14,320 | 10.82 | + 0.11 |
| Chevrolet | 7,267 | 6.80 | 11,355 | 8.58 | — 1.78 |
| Kenworth | 7,087 | 6.63 | 8,242 | 6.23 | + 0.40 |
| Freightliner | 5,808 | 5.44 | 7,616 | 5.74 | — 0.30 |
| Peterbilt | 4,120 | 3.86 | 4,974 | 3.76 | + 0.10 |
| White | 1,837 | 1.72 | 3,518 | 2.66 | — 0.94 |
| Volvo | 1,093 | 1.02 | 517 | 0.39 | + 0.63 |
| Autocar | 809 | 0.76 | 1,100 | 0.83 | — 0.07 |
| Western Star | 532 | 0.50 | 740 | 0.56 | — 0.06 |
| Diamond Reo | 66 | 0.06 | 73 | 0.06 | ..... |
| Misc. | 2,103 | 1.97 | 2,426 | 1.84 | + 1.97 |
| TOTALS | 106,821 | 100.00 | 132,356 | 100.00 | ..... |

★—Trucks in Groups 7 and 8 only; no registrations for Oklahoma, 1981 and 1980; Delaware, August, 1981; Washington, August, 1980.

***Honda Accord reshaped for '82***

The Honda Accord line, which debuted in the U. S. in 1976, gets a major redesign for 1982. Front and rear styling has been altered, and front and rear spoilers and lower hood contribute to better aerodynamics.

# Honda redesigns '82 Accord adds high-MPG Civic model

A redesigned Accord series plus a new high-mileage Civic model head the Honda offerings for 1982.

The Honda lineup is again comprised of three series—Civic, Accord and Prelude. There are six Civic models, three Accord models and one version of the sporty Prelude. All Hondas have front-wheel-drive and rack-and-pinion steering.

The new Accord models are wider and built on a longer wheelbase, thus expanding inside passenger and luggage space. A lower hood and front and rear spoilers help improve aerodynamics and fuel efficiency. Front and rear styling has been changed also.

The Accord is offered in hatchback, LX hatchback and sedan models. All have a standard 1,751-cc engine and five-speed transmission, plus a new larger 15.8-gallon fuel tank. Cruise control is now standard on the four-door sedan.

A three-speed automatic transmission is optional on all Accord models. With five-speed transmission the Accord is rated by the EPA at 30 MPG city, 41 MPG highway.

Inside, the redesigned Accords feature a new four-spoke soft-grip steering wheel, a headlights-on warning function and new form-fitting seats.

The newest Civic model, the 1300 hatchback, took top honors in the EPA's 1982 gas-engine mileage rankings. It earned a rating of 41 MPG city and 55 MPG highway. Standard Civic FE (Fuel Economy) equipment includes a 1335-cc engine, five-speed transmission, steel-belted radial tires and tachometer.

Other 1982 Civic models are the 1300 hatchback, the 1500 DX hatchback, the 1500 GL hatchback, the Civic four-door Sedan and the Civic wagon. With an EPA rating of 35/46, the Civic wagon is the highest mileage wagon available in the U. S., Honda said.

# Experimental Alfa engines operate on 2 or 4 cylinders

FRANKFURT. — Alfa Romeo is said to be 18 months away from production capability on a cutoff system which allows its four-cylinder Alfetta engine to run on two cylinders at idle, at constant speeds or when slow acceleration is sufficient.

A fleet of 10 taxis with the experimental engines has been in everyday use in Milan for several months, and the auto maker brought two here to drive around the city during the Frankfurt Auto Show.

The engine is said to provide a fuel savings of 20 to 30 percent in urban driving, partly because of the cutoff and partly because of an advanced electronic fuel injection system.

Filippo Surace, responsible for Alfa Romeo R&D, said the cutoff system is the result of four years of development sponsored by the Italian Research Agency and the ECE.

As far as the technical side is concerned, the so-called modular engine could be on the market in 18 months, he said. Whether that will actually happen will depend on other factors, he said.

Fuel economy of the two-liter engine has been improved 10 percent by the sophisticated electronic injection system. Another improvement of 16 to 18 percent comes from the microprocessor - controlled cylinder cutoff.

The engine runs on all four cylinders until it warms to 70 degrees Celsius (158 degrees Fahrenheit) or during quick acceleration, but Surace said the car can operate on two cylinders all the way from a standstill to 60 MPH in slow acceleration.

In its fuel-stingy mode, the car operates either on the inner two cylinders or the outer two, alternating every 200 cycles.

No modifications to the engine are needed once it is adapted for electronic fuel injection and electronic ignition, Alfa Romeo said.

## VWoA names Potter

EAST HUNTINGDON TOWNSHIP, Pa.—Volkswagen of America has promoted Robert J. Potter to general superintendent - production at Volkswagen Westmoreland. He formerly was acting general superintendent - production.

## NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

EIGHT MONTHS, 1981 VS. 1980★

| | | Group 1 6,000 pounds and less | Group 2 6,001-10,000 | Group 3 10,001-14,000 | Group 4 14,001-16,000 | Group 5 16,001-19,500 | Group 6 19,501-26,000 | Group 7 26,001 33,000 | Group 8 33,001 and over | Make Totals |
|---|---|---|---|---|---|---|---|---|---|---|
| AUTOCAR | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **75** | **75** |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 113 | 113 |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **809** | **809** |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 1,100 | 1,100 |
| BROCKWAY | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| CHEVROLET | **Aug. '81** | **30,403** | **23,558** | **736** | ..... | **60** | **755** | **826** | **127** | **56,465** |
| | Aug. '80 | 27,500 | 24,967 | 27 | ..... | 119 | 1,299 | 951 | 317 | 55,180 |
| | **Year to date '81** | **237,825** | **184,242** | **8,254** | ..... | **567** | **5,840** | **6,509** | **758** | **443,995** |
| | Year to date '80 | 250,154 | 245,052 | 753 | ..... | 1,070 | 8,879 | 9,162 | 2,193 | 517,263 |
| (Memo Units) # | **Aug. '81** | **10,814** | **8,321** | ..... | ..... | ..... | ..... | ..... | ..... | **19,135** |
| | Aug. '80 | 12,779 | 7,631 | ..... | ..... | ..... | ..... | ..... | ..... | 20,410 |
| | **Year to date '81** | **91,674** | **56,211** | ..... | ..... | ..... | ..... | ..... | ..... | **147,885** |
| | Year to date '80 | 112,658 | 71,586 | ..... | ..... | ..... | ..... | ..... | ..... | 184,244 |
| DIAMOND REO | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **5** | **5** |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 8 | 8 |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **66** | **66** |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 73 | 73 |
| DODGE | **Aug. '81** | **8,093** | **6,133** | **27** | **1** | ..... | ..... | ..... | ..... | **14,254** |
| | Aug. '80 | 10,034 | 9,055 | 162 | 3 | ..... | ..... | ..... | ..... | 19,254 |
| | **Year to date '81** | **63,686** | **47,847** | **337** | **3** | ..... | ..... | ..... | ..... | **111,873** |
| | Year to date '80 | 66,680 | 89,532 | 3,673 | 190 | ..... | ..... | ..... | ..... | 160,075 |
| (Memo Units) # | **Aug. '81** | **4,327** | **3,609** | ..... | ..... | ..... | ..... | ..... | ..... | **7,936** |
| | Aug. '80 | 6,579 | 5,782 | 86 | ..... | ..... | ..... | ..... | ..... | 12,447 |
| | **Year to date '81** | **38,201** | **27,423** | **24** | ..... | ..... | ..... | ..... | ..... | **65,648** |
| | Year to date '80 | 44,617 | 57,242 | 1,456 | ..... | ..... | ..... | ..... | ..... | 103,315 |
| FORD | **Aug. '81** | **21,513** | **36,774** | ..... | ..... | ..... | **2,254** | **2,240** | **742** | **63,523** |
| | Aug. '80 | 18,961 | 34,180 | 45 | ..... | ..... | 2,183 | 2,963 | 1,482 | 59,814 |
| | **Year to date '81** | **158,798** | **281,761** | ..... | ..... | ..... | **10,048** | **16,765** | **5,682** | **473,054** |
| | Year to date '80 | 167,439 | 330,251 | 452 | ..... | ..... | 14,069 | 23,348 | 10,339 | 545,898 |
| (Memo Units) # | **Aug. '81** | **6,797** | **12,645** | ..... | ..... | ..... | ..... | ..... | ..... | **19,442** |
| | Aug. '80 | 7,724 | 11,308 | ..... | ..... | ..... | ..... | ..... | ..... | 19,032 |
| | **Year to date '81** | **57,690** | **91,868** | ..... | ..... | ..... | ..... | ..... | ..... | **149,558** |
| | Year to date '80 | 69,164 | 109,368 | ..... | ..... | ..... | ..... | ..... | ..... | 178,532 |
| FREIGHTLINER | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **633** | **633** |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 868 | 868 |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **5,808** | **5,808** |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 7,616 | 7,616 |
| VOLVO | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | **119** | **65** | **184** |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | 73 | 15 | 88 |
| | **Year to date '81** | ..... | ..... | ..... | ..... | **2** | **13** | **573** | **520** | **1,108** |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | 2 | 436 | 81 | 519 |
| GMC | **Aug. '81** | **5,080** | **6,263** | **45** | ..... | **133** | **511** | **929** | **922** | **13,883** |
| | Aug. '80 | 4,260 | 6,884 | 1 | ..... | 39 | 919 | 990 | 1,349 | 14,442 |
| | **Year to date '81** | **39,400** | **49,608** | **116** | ..... | **720** | **3,859** | **7,298** | **7,192** | **108,193** |
| | Year to date '80 | 35,899 | 65,132 | 6 | ..... | 446 | 6,361 | 9,500 | 11,175 | 128,519 |
| (Memo Units) # | **Aug. '81** | **779** | **1,965** | ..... | ..... | ..... | ..... | ..... | ..... | **2,744** |
| | Aug. '80 | 658 | 1,914 | ..... | ..... | ..... | ..... | ..... | ..... | 2,572 |
| | **Year to date '81** | **6,124** | **14,068** | ..... | ..... | ..... | ..... | ..... | ..... | **20,192** |
| | Year to date '80 | 6,443 | 17,974 | ..... | ..... | ..... | ..... | ..... | ..... | 24,417 |
| INTERNATIONAL | **Aug. '81** | ..... | **127** | ..... | ..... | ..... | **2,023** | **1,319** | **1,855** | **5,324** |
| | Aug. '80 | ..... | 1,496 | ..... | ..... | ..... | 1,632 | 1,712 | 2,090 | 6,930 |
| | **Year to date '81** | ..... | **1,873** | ..... | ..... | ..... | **11,827** | **12,976** | **14,506** | **41,182** |
| | Year to date '80 | ..... | 11,273 | ..... | ..... | ..... | 8,868 | 10,442 | 12,671 | 43,254 |
| (Memo Units) # | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| JEEP | **Aug. '81** | **4,168** | **2,013** | ..... | ..... | ..... | ..... | ..... | ..... | **6,181** |
| | Aug. '80 | 3,737 | 2,194 | ..... | ..... | ..... | ..... | ..... | ..... | 5,931 |
| | **Year to date '81** | **24,195** | **13,986** | ..... | ..... | ..... | ..... | ..... | ..... | **38,181** |
| | Year to date '80 | 34,516 | 21,102 | ..... | ..... | ..... | ..... | ..... | ..... | 55,618 |
| (Memo Units) # | **Aug. '81** | **4,168** | **1,362** | ..... | ..... | ..... | ..... | ..... | ..... | **5,530** |
| | Aug. '80 | 3,737 | 1,553 | ..... | ..... | ..... | ..... | ..... | ..... | 5,290 |
| | **Year to date '81** | **24,195** | **10,152** | ..... | ..... | ..... | ..... | ..... | ..... | **34,347** |
| | Year to date '80 | 34,516 | 15,645 | ..... | ..... | ..... | ..... | ..... | ..... | 50,161 |
| KENWORTH | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **873** | **873** |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 916 | 916 |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **7,087** | **7,087** |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 8,242 | 8,242 |
| MACK | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | **157** | **30** | **1,412** | **1,599** |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | 76 | ..... | 1,523 | 1,599 |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | **905** | **189** | **11,491** | **12,585** |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | 289 | ..... | 14,320 | 14,609 |
| PETERBILT | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **517** | **517** |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 568 | 568 |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **4,120** | **4,120** |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 4,974 | 4,974 |
| PLYMOUTH | **Aug. '81** | **849** | **396** | ..... | ..... | ..... | ..... | ..... | ..... | **1,145** |
| | Aug. '80 | 1,720 | 830 | ..... | ..... | ..... | ..... | ..... | ..... | 2,550 |
| | **Year to date '81** | **7,812** | **2,891** | ..... | ..... | ..... | ..... | ..... | ..... | **10,703** |
| | Year to date '80 | 13,671 | 6,461 | ..... | ..... | ..... | ..... | ..... | ..... | 20,132 |
| WESTERN STAR | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **53** | **53** |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 110 | 110 |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **532** | **532** |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 740 | 740 |
| WHITE | **Aug. '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **184** | **184** |
| | Aug. '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 381 | 381 |
| | **Year to date '81** | ..... | ..... | ..... | ..... | ..... | ..... | ..... | **1,837** | **1,837** |
| | Year to date '80 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 3,518 | 3,518 |
| MISCELLANEOUS* | **Aug. '81** | **28,432** | **351** | ..... | **1** | ..... | **213** | **144** | **136** | **29,277** |
| | Aug. '80 | 26,524 | ..... | ..... | ..... | 1 | 243 | 121 | 138 | 27,027 |
| | **Year to date '81** | **201,385** | **3,117** | **2** | **8** | **6** | **2,016** | **1,090** | **1,013** | **208,637** |
| | Year to date '80 | 203,527 | 10 | 12 | 6 | 16 | 2,023 | 1,082 | 1,344 | 208,020 |
| TOTALS | **Aug. '81** | **98,538** | **75,515** | **808** | **2** | **193** | **5,913** | **5,607** | **7,599** | **194,175** |
| | Aug. '80 | 92,736 | 79,606 | 235 | 3 | 159 | 6,352 | 6,810 | 9,878 | 195,779 |
| | **Year to date '81** | **733,101** | **585,325** | **8,709** | **11** | **1,295** | **34,508** | **45,400** | **61,421** | **1,469,770** |
| | Year to date '80 | 771,886 | 768,813 | 4,896 | 196 | 1,532 | 40,491 | 53,970 | 78,386 | 1,720,170 |

★—No registrations for Oklahoma, 1981 and 1980; Delaware, August, 1981; Washington, August, 1980.

★—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks, Ford, Econoline, Ranchero and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5, CJ-6 and Commando. ★—Miscellaneous includes Imports, Divco, Hendrickson, Oshkosh, etc◆

—Compiled from R. L. Polk & Co. data.

**Operators reporting record year**

# High new-car prices boost auction action

KANSAS CITY. — Auto auction operators are enjoying their most prosperous year ever and are looking forward to an unprecedented third year of strong sales and rising prices, according to Bob Gentle, president of the National Auto Auction Assn.

More than 500 NAAA members attended the group's annual meeting here recently.

At his own auction, the 33-acre, $3-million Metro Auto Auction in Kansas City, consignment sales volume is running about one-third higher than it was in 1980, Gentle said. Unlike factory sales, which generally are open only to a manufacturer's own dealers, consignment sales are open to all dealers.

Across the country, according to published reports, 68.2 percent of all the cars offered for sale at 1,256 auctions in 1981 were sold. That percentage was slightly higher than it was in 1980, and six percentage points higher than in 1979.

Wholesale used-car prices were said to be 37 percent higher in September, 1981, than they had been in February, 1980.

The market has slowed in recent weeks, as it does every year during new-car introductions, but is expected to regain steam in 1982, Gentle said.

He added that most auto-auction operators and observers expect the business to grow faster in the next 10 years than it did in the last 10.

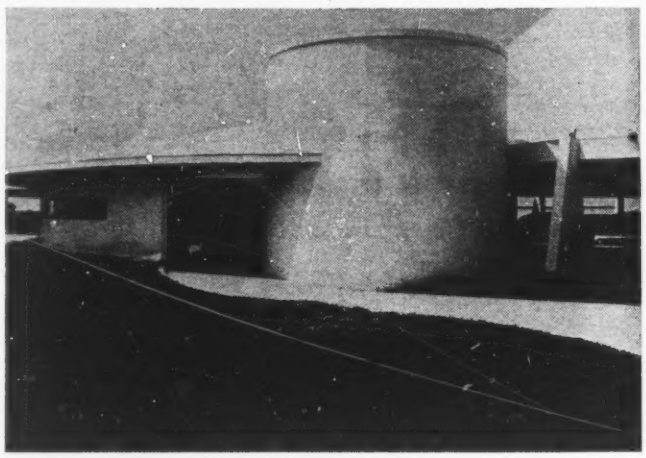
More new-car dealers will be resorting to the services of auto auctioneers, Gentle predicted. He cited a report which said 80 percent of the new-car dealerships which closed in the last year were ones which did not buy and sell at auctions.

Gentle said car rental agencies are turning more to auto auctioneers. He said Budget Rent a Car is contracting with 30 auction operators across the country for the disposal of used cars. He claimed Hertz, Avis and National Car Rental will follow suit.

The NAAA president said auto auction sales are being aided by steadily rising new-car prices. Instead of declining as the year goes along, wholesale used-car prices have risen in the past two years, Gentle said.

He said higher new-car prices are boosting demand for full-sized used cars.

"People know now they are going to be able to get gas. They know about what they're going to have to spend, and they're willing to pay extra for the luxury," he said.



***Fantasy dealership***

Kelly Chevrolet, Greenwood, Ind., has a showroom designed to resemble a big-top tent, complete with flag flying atop the dacron structure. Complementing the showroom are adjacent offices constructed of plywood panels, curved and applied with a stucco finish. Two 18-foot towers, like the one above, adjoin the 5,000-square-foot office building. One houses a private office, one contains public restrooms.

## factories list auction dates

**American Motors**

Oct. 27—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.; D-A Auto Auction, Waltz Mill Rd., New Stanton, Pa.

Oct. 28—Central States Auto Auction, 824 S. Taft, Mason City, Ia.

Oct. 29—Todd Auto Auction, Rte. 309, Telford, Pa.

Oct. 30—Floyd Hauhe Auto Auction, 12000 St. Charles Rock Rd., Bridgeton, Mo.

**Ford Motor Co.**

Oct. 27—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.; Harrisonburg Auto Auction, I-81 Exit 52, Harrisonburg, Va.

Oct. 28—Concord Auto Auction, Hosmer St., Acton, Mass.; Salt Lake Auto Auction, 460 Orange St., Salt Lake City.

Oct. 29—Minneapolis Northstar Auto Auction, 7701 State Hwy. 101, Shakopee, Minn.; 166 Auto Auction, 2944 W. Sunshine, Springfield, Mo.

**Used car sales**

Auction Averages

| | |
|---|---|
| October to date | $4,379 |
| Month ago | $4,321 |
| Year ago | $3,684 |

**Model breakdown**

Auction Averages

| | OCTOBER TO DATE | SEPTEMBER | AUGUST |
|---|---|---|---|
| 1981 | $7,182 | $7,548 | $8,434 |
| 1980 | 5,691 | 5,814 | 6,130 |
| 1979 | 4,937 | 5,051 | 5,122 |
| 1978 | 3,705 | 3,963 | 4,031 |
| 1977 | 2,952 | 3,045 | 3,160 |
| 1976 | 2,138 | 2,122 | 2,413 |
| 1975 | 1,615 | 1,587 | 1,567 |
| 1974 | 1,298 | 1,180 | 1,248 |
| Overall Average | $4,379 | $4,321 | $4,548 |

**They're trying to get better response from owners**

# GM working with states on recalls

ATLANTA. — The problem of getting Pontiac and Buick owners to stop ignoring recall letters from General Motors and bring their cars in for inspection and repairs is being tackled by two GM divisions and the state department of consumer affairs here.

Letters will be mailed to consumers at the discretion of 100 dealers in the Georgia portion of the Atlanta GM zone.

The consumer affairs department was asked to send letters after a similar effort by state officials in Alabama stimulated consumer cooperation.

In Alabama, letters went out through the attorney general's office and response increased 25 percent, according to Frank Hayes, Atlanta zone service manager for Buick.

When a motorist gets a letter from a state agency, or official, it seems to attract immediate attention because it looks important and tends to offset paying little or no attention to recall letters sent by the manufacturers.

The plan in Alabama worked so well it may be tried in Tennessee, said Jim Freet, Pontiac's zone service manager.

The "official" letters are being mailed at no expense to taxpayers. Buick and Pontiac are paying for the paper, envelopes, printing, postage and manpower.

The project is a departure for the Georgia consumer affairs department.

"There is nothing paralleling this in our experience. We have done things on a case-by-case basis, but on an entire industry basis this is our first time," said Tim Ryles, head of the consumer affairs office.

In Alabama, the plan was quite successful. After six months and several notices by manufacturers, less than 50 percent of 1978, 1979 and 1980 Grand Prix and LeMans owners had brought their cars in to have rear suspension bolts replaced.

The Georgia consumer office said it is willing to cooperate with Chevrolet, Oldsmobile and Cadillac divisions if needed.

First test will likely come from a letter the consumer department is sending out on 1980 and 1981 models of Buick Skylark and Pontiac Phoenix equipped with four-speed transmission.

A slippage in the linkage of the self-adjusting clutch mechanism is the objective of the notices.

# used-car auction directory

**Display Rates: $59.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $17.00; 13-times, $13.00, 26-times, $11.50, 52-times, $10.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.**

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**Chevy Celebrity output begins; 4-line total now 9,700**

# All GM A-cars in production

By Patricia Hoffman
Staff Writer

Domestic auto production last week was above the previous week's total but was below the comparable 1980 week.

After a delay in startup for the Chevrolet Celebrity, the new front-wheel-drive A-car began rolling off the assembly line last week. Production was estimated at 520 units.

The Pontiac 6000 slated 1,427 units last week, and output was targeted at 1,975 for the Oldsmobile Ciera and 1,489 for the Buick Century. It was the fourth week of assembly for the '82 General Motors A-cars, and production now stands at 9,701. The A-cars will go on sale Jan. 14.

Last week's auto production was targeted at 132,160 units, a gain of 1.59 percent over 122,842 the previous week, but a drop of 13.98 percent from 153,647 in the comparable 1980 week.

So far this year, the auto makers have completed 5,406,562 units, up 3.37 percent from 5,230,249 in the comparable period last year.

Breakdown for the week by company was: General Motors, 58.26 percent; Ford Motor, 24.16 percent; Chrysler Corp., 12.94 percent; Volkswagen of America, 3.11 percent; American Motors, 1.51 percent, and Checker Motors, 0.02 percent.

Downtime is scheduled for three weeks beginning today (Oct. 26) at Chrysler's Belvidere assembly point for partial conversion to produce the company's new front-wheel-drive Dodge Rampage pickup truck.

Assembly of the new truck will be integrated with the plant's line of 1982 passenger cars — Omni, Horizon, TC3 and 024.

When the plant resumes production the week of Nov. 16, it will be Chrysler's only North American automotive assembly point building both front-wheel-drive cars and trucks. The changeover period will put about 3,500 of 4,200 hourly workers on temporary layoff.

GM's Janesville assembly point was idle last week for changeover to the J-car. The facility discontinued assembly of the full-size Chevrolet Oct. 9, leaving Fairfax the sole North American assembly point producing the car. Janesville is slated to resume with J-car production some time next spring.

GM's Detroit (Cadillac) facility was idle last week for plant rearrangement. The point will resume operations today with one shift and a line rate reduction from 53 cars an hour to 45. The plant is scheduled to resume normal two-shift operations Nov. 2.

Also at GM, the Van Nuys and Fremont plants returned last week with '82 production. They were idle for changeover.

American Motors' Kenosha plant also returned last week after closing one week for inventory control.

Checker Motors' Kalamazoo facility is scheduled to close Nov. 18 for an extended changeover period. Production will resume in January.

Saturday overtime was scheduled last week (Oct. 24) at Ford's Wixom plant.

# Truck output up from '80, but slides from week ago

For the first time in seven weeks, domestic truck production last week rose above the comparable 1980 period, but the total dropped 3.44 percent below the previous week's output.

Truck production last week was targeted at 35,913 units, down from the 37,191 trucks in the previous week, but the total showed a gain of 1.75 percent over the 35,297 units completed in the comparable 1980 week.

Year-to-date output for the truck makers was 1,377,229 units, up 8.71 percent above the 1,266,827 trucks in the comparable period last year.

Chrysler Corp. will halt car production at Belvidere for three weeks beginning today (Oct. 26) to convert part of the plant to produce the company's front-wheel-drive Dodge Rampage pickup truck.

During the conversion, the plant will integrate the assembly of the new truck with the plant's Omni Horizon, 024 and TC3 models.

During the changeover period, approximately 3,500 of 4,200 hourly workers will be on temporary layoff. The plant is scheduled to resume production the week of Nov. 16.

International Harvester's Ft. Wayne and Springfield facilities will be idle beginning today for inventory control.

American Motors' Toledo (Jeep) point resumes production today after one week of downtime for inventory control.

## Nordic Ford and Toyota merged in Vermont

SOUTH BURLINGTON, Vt.—Nordic Ford has been merged with its sister firm, Nordic Toyota. Jan Rozendaal is corporate president.

The former Toyota building is being converted to a used-car showroom and will also house Nordic's leasing and rent-a-car businesses.

## TRUCK PRODUCTION IN U. S.†

| | Week Ended Oct. 24, 1981 | Week Ended Oct. 25, 1980 | Week Ended Oct. 17, 1981 | Oct. to Date | Jan. 1 to Oct. 25, 1980 | Jan. 1 to Oct. 24, 1981 |
|---|---|---|---|---|---|---|
| CHEVROLET | 9,928 | 11,821 | 9,401 | 28,716 | 365,878 | 390,927 |
| DODGE | 2,000 | ..... | 2,006 | 6,830 | 105,788 | 77,041 |
| FORD | 16,296 | 13,510 | 16,466 | 46,866 | 464,664 | 535,706 |
| GMC | 4,326 | 4,714 | 3,963 | 13,445 | 131,959 | 141,750 |
| INTERNATIONAL | 1,325 | 1,814 | 1,317 | 4,478 | 54,969 | 60,682 |
| MACK | 588 | 650 | 588 | 2,011 | 22,582 | 34,029 |
| JEEP | ..... | 413 | ..... | ..... | 19,348 | ..... |
| AM CORP. | ..... | 1,740* | 2,000* | 2,000* | 64,195* | 78,188* |
| MISCELLANEOUS | 50* | 85* | 50* | 170* | 6,119* | 3,186* |
| VOLKSWAGEN | 1,400* | 550* | 1,400* | 4,760* | 31,325* | 55,720* |
| Total Trucks, U. S. | 35,913 | 35,297 | 37,191 | 109,276 | 1,266,827 | 1,377,229 |

## CANADIAN TRUCK PRODUCTION

| | Week Ended Oct. 24, 1981 | Week Ended Oct. 25, 1980 | Week Ended Oct. 17, 1981 | Oct. to Date | Jan. 1 to Oct. 25, 1980 | Jan. 1 to Oct. 24, 1981 |
|---|---|---|---|---|---|---|
| CHRYSLER CORP. | 2,000 | 1,888 | 1,543 | 5,538 | 42,874 | 68,376 |
| FORD MOTOR | 3,128 | 4,532 | 2,489 | 6,158 | 152,495 | 116,716 |
| GENERAL MOTORS | 6,394 | 6,814 | 5,151 | 20,160 | 199,888 | 223,397 |
| AMERICAN MOTORS | ..... | ..... | ..... | ..... | 11,644 | ..... |
| INTERNATIONAL | 260 | 295 | 208 | 729 | 13,947 | 9,402 |
| MACK | ..... | 32 | ..... | ..... | 17,771 | ..... |
| Total Trucks, Canada | 11,782 | 13,561 | 9,391 | 32,585 | 422,618 | 417,891 |
| N. American Trucks | 47,695 | 48,858 | 46,582 | 141,861 | 1,689,445 | 1,795,120 |

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
AM General will no longer be figured in with North American trucks.

# Car-truck output in Canada trails year-ago week

Canadian auto and truck production last week showed a substantial gain from the previous holiday week, but the totals remained below those of the comparable year-ago figures.

The auto manufacturers scheduled 14,602 units during five days of production last week, up 68.69 percent above the 8,656 units completed during four days of assembly the previous week, but the total was 31.17 percent below the 21,214 cars in the comparable 1980 week.

Year-to-date, the auto makers completed 662,746 units, down 3.48 percent from 686,625 in the comparable period last year.

Truck assembly was targeted at 11,782 units last week, a gain of 25.46 percent from 9,391 trucks completed the previous week, but a drop of 13.12 percent from 13,561 in the same week last year.

So far this year, the truck makers have assembled 417,891 units, down 1.12 percent from 422,618 in the comparable 1980 period.

American Motors added a second shift to operations at its Brampton car facility last week (Oct. 19). The line rate will eventually be increased to 960 units per week on two shifts from 730 units per week on one shift. The additional shift has called back 500 white-collar and blue-collar workers from temporary layoff.

Ford Motor's St. Thomas car assembly point will remain idle this week, marking the 11th consecutive week of downtime for the facility. The plant, which closed for model changeover/inventory control, is scheduled to resume operations Nov. 10.

Also down for an extended changeover period is General Motors' Oshawa (No. Two) car point. The facility was idled last Aug. 6, and isn't slated to resume until Nov. 9.

## U. S. CAR PRODUCTION

| | Week Ended Oct. 24, 1981 | Week Ended Oct. 25, 1980 | Week Ended Oct. 17, 1981 | Oct. to Date | Jan. 1 to Oct. 25, 1980 | Jan. 1 to Oct. 24, 1981 |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 2,000* | 3,480* | ..... | 4,000* | 142,328* | 101,572* |
| AMX | ..... | ..... | ..... | ..... | ..... | ..... |
| Spirit | ..... | ..... | ..... | ..... | ..... | ..... |
| Concord | ..... | ..... | ..... | ..... | ..... | ..... |
| Eagle | ..... | ..... | ..... | ..... | ..... | ..... |
| Pacer | ..... | ..... | ..... | ..... | ..... | ..... |
| CHRYSLER CORP. | 17,100 | 23,070 | 17,619 | 55,630 | 516,271 | 656,306 |
| Plymouth Total | 6,500 | 11,040 | 6,194 | 19,845 | 237,775 | 329,551 |
| Horizon | 2,600 | 3,470 | 2,433 | 7,744 | 133,304 | 127,376 |
| Reliant | 3,900 | 7,350 | 3,761 | 12,101 | 33,708 | 192,588 |
| Volare | ..... | ..... | ..... | ..... | 51,740 | ..... |
| Caravelle | ..... | 120 | ..... | ..... | 5,311 | 2,139 |
| Gran Fury | ..... | 100 | ..... | ..... | 13,712 | 7,448 |
| Chrysler Total | 3,400 | 2,380 | 3,650 | 11,886 | 66,463 | 38,405 |
| LeBaron | 3,400 | 1,200 | 3,650 | 11,886 | 50,883 | 33,543 |
| Chrysler | ..... | 1,180 | ..... | ..... | 15,580 | 4,862 |
| Dodge Total | 7,200 | 9,650 | 7,775 | 23,899 | 212,024 | 288,350 |
| Omni | 2,900 | 2,700 | 3,447 | 10,174 | 111,420 | 114,018 |
| Aspen | ..... | ..... | ..... | ..... | 36,899 | ..... |
| Aries | 2,800 | 5,950 | 3,310 | 9,878 | 26,742 | 151,800 |
| Diplomat | ..... | 700 | ..... | ..... | 25,199 | 12,644 |
| Dodge 400 | 1,500 | ..... | 1,018 | 3,847 | ..... | 6,206 |
| St. Regis | ..... | 300 | ..... | ..... | 11,764 | 3,682 |
| FORD MOTOR | 31,928 | 31,480 | 27,377 | 92,617 | 1,036,231 | 1,155,860 |
| Ford Division | 22,285 | 22,144 | 18,120 | 62,244 | 743,767 | 788,889 |
| Escort | 8,838 | 6,326 | 9,246 | 31,298 | 42,482 | 313,181 |
| Pinto | ..... | ..... | ..... | ..... | 68,179 | ..... |
| Fairmont | 3,944 | 3,047 | 3,510 | 8,323 | 176,894 | 156,210 |
| Must./Must. II | 4,110 | 5,691 | ..... | 5,796 | 198,298 | 133,035 |
| Granada | 3,959 | 4,644 | 3,853 | 11,984 | 84,789 | 87,239 |
| T-Bird | 1,198 | ..... | 1,233 | 3,989 | 97,100 | 57,158 |
| Ford | ..... | 2,436 | ..... | ..... | 76,025 | 40,886 |
| EXP | 236 | ..... | 278 | 854 | ..... | 1,180 |
| L-M Division | 9,643 | 9,336 | 9,257 | 30,373 | 292,464 | 366,971 |
| Mercury Total | 7,592 | 7,414 | 7,185 | 23,957 | 253,032 | 315,314 |
| Bobcat | ..... | ..... | ..... | ..... | 12,445 | ..... |
| Lynx | 2,156 | 2,134 | 2,471 | 8,535 | 14,542 | 105,730 |
| Capri | 1,253 | 1,391 | ..... | 1,590 | 57,323 | 43,631 |
| Zephyr | 662 | 795 | 1,103 | 1,956 | 57,566 | 45,483 |
| Cougar | 1,299 | ..... | 1,408 | 4,282 | 16,409 | 39,218 |
| XR-7 | 388 | 1,805 | 397 | 1,479 | 51,063 | 26,929 |
| Mercury | 1,620 | 1,289 | 1,645 | 5,558 | 43,684 | 53,622 |
| LN7 | 214 | ..... | 161 | 557 | ..... | 701 |
| Lincoln Total | 2,051 | 1,922 | 2,072 | 6,416 | 39,432 | 51,657 |
| Continental ('82) | 1,025 | ..... | 1,036 | 3,204 | ..... | 6,111 |
| Lincoln | 639 | 874 | 646 | 1,910 | 16,069 | 22,687 |
| Mark VI | 387 | 1,048 | 390 | 1,302 | 21,502 | 22,859 |
| Versailles | ..... | ..... | ..... | ..... | 1,861 | ..... |
| GENERAL MOTORS | 76,995 | 90,977 | 73,684 | 247,561 | 337,248 | 3,349,143 |
| Buick Division | 19,671 | 16,844 | 17,942 | 60,333 | 640,814 | 745,851 |
| Skylark | 6,350 | 4,571 | 5,806 | 17,989 | 180,598 | 230,728 |
| Skyhawk J | ..... | ..... | ..... | ..... | ..... | ..... |
| Century | 1,489 | 3,480 | 805 | 2,710 | 139,425 | 89,629 |
| Regal | 5,815 | 4,503 | 5,752 | 20,018 | 166,158 | 223,969 |
| Buick | 4,207 | 3,350 | 4,069 | 14,186 | 119,307 | 143,588 |
| Riviera | 1,810 | 940 | 1,510 | 5,430 | 35,326 | 57,937 |
| Cadillac Division | 2,162 | 4,178 | 7,006 | 18,592 | 161,485 | 220,638 |
| Cimarron | 782 | ..... | 1,125 | 2,965 | ..... | 20,483 |
| Seville | 435 | 610 | 861 | 2,452 | 27,765 | 21,136 |
| Eldorado | 945 | 1,260 | 1,112 | 3,692 | 43,402 | 49,584 |
| Cadillac | ..... | 2,308 | 3,908 | 9,483 | 90,318 | 129,435 |
| Chevrolet Division | 26,612 | 39,645 | 23,915 | 82,293 | 1,460,554 | 1,229,750 |
| Chevette | 7,245 | 9,000 | 7,549 | 22,633 | 386,092 | 293,214 |
| Cavalier | 6,155 | ..... | 5,911 | 19,134 | ..... | 100,566 |
| Celebrity | 520 | ..... | 1 | 521 | ..... | 521 |
| Monza ('80) | ..... | 2,780 | ..... | ..... | 137,684 | ..... |
| Camaro | 7 | 2,237 | ..... | 7 | 100,554 | 87,701 |
| Citation | 5,505 | 11,416 | 3,567 | 11,126 | 385,256 | 267,158 |
| Malibu | 3,710 | 6,429 | 3,701 | 12,797 | 221,098 | 195,678 |
| Monte Carlo | 2,535 | 4,383 | 2,518 | 8,701 | 95,407 | 116,642 |
| Chevrolet | 235 | 2,400 | 11 | 5,335 | 97,798 | 143,074 |
| Corvette | 700 | 1,000 | 657 | 2,039 | 36,665 | 25,196 |
| Oldsmobile Division | 17,273 | 17,130 | 15,105 | 53,550 | 625,925 | 716,011 |
| Omega | 2,490 | 2,500 | 2,456 | 8,224 | 94,889 | 120,306 |
| Cutlass | 4,800 | 8,365 | 4,833 | 16,400 | 312,640 | 322,333 |
| Ciera | 1,975 | ..... | 1,094 | 3,674 | ..... | 3,708 |
| Oldsmobile | 6,718 | 5,410 | 5,823 | 21,793 | 187,944 | 232,301 |
| Toronado | 1,290 | 855 | 899 | 3,259 | 30,452 | 37,363 |
| Pontiac Division | 11,277 | 13,180 | 9,716 | 32,793 | 483,703 | 436,893 |
| Acadiant† | 20 | 280 | 18 | 315 | 17,101 | 16,526 |
| J2000 | 2,285 | ..... | 2,283 | 7,988 | ..... | 63,470 |
| Sunbird ('80) | ..... | 3,620 | ..... | ..... | 124,828 | ..... |
| T1000 | 2,225 | ..... | 1,824 | 7,225 | ..... | 75,506 |
| Firebird | 8 | 1,993 | ..... | 8 | 66,539 | 43,476 |
| Phoenix | 2,032 | 3,272 | 1,346 | 3,378 | 118,037 | 85,190 |
| Grand Prix | 1,640 | 1,880 | 1,636 | 5,542 | 59,671 | 83,257 |
| Bonneville ('82) | 1,640 | ..... | 1,653 | 5,612 | ..... | 14,652 |
| A6000 | 1,427 | ..... | 956 | 2,725 | ..... | 2,725 |
| LeMans | ..... | 1,895 | ..... | ..... | 50,892 | 42,027 |
| Pontiac | ..... | 240 | ..... | ..... | 46,635 | 10,064 |
| VOLKSWAGEN | 4,112 | 4,550 | 4,137 | 14,086 | 160,334 | 142,012 |
| CHECKER | 25* | 90* | 25* | 85* | 2,604* | 1,669* |
| Total Cars, U. S. | 132,160 | 153,647 | 122,842 | 413,979 | 5,230,249 | 5,406,562 |

## CANADIAN CAR PRODUCTION

| | Week Ended Oct. 24, 1981 | Week Ended Oct. 25, 1980 | Week Ended Oct. 17, 1981 | Oct. to Date | Jan. 1 to Oct. 25, 1980 | Jan. 1 to Oct. 24, 1981 |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 431 | ..... | 577 | 2,046 | ..... | 27,739 |
| CHRYSLER CORP. | 1,720 | 2,400 | 990 | 3,902 | 62,484 | 49,953 |
| FORD MOTOR | 3,506 | 6,244 | 3,031 | 10,309 | 210,764 | 175,912 |
| GENERAL MOTORS | 8,720 | 12,345 | 3,878 | 24,587 | 405,202 | 400,662 |
| VOLVO | 225 | 225 | 180 | 719 | 8,175 | 8,480 |
| Total Cars, Canada | 14,602 | 21,214 | 8,656 | 41,563 | 686,625 | 662,746 |
| N. American Cars | 146,762 | 174,861 | 131,498 | 455,542 | 5,916,874 | 6,069,308 |
| N. American Trucks | 47,695 | 48,858 | 46,582 | 141,861 | 1,689,445 | 1,795,120 |
| North American Cars and Trucks | 194,457 | 223,719 | 178,080 | 597,403 | 7,606,319 | 7,864,428 |

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.